

**DESCRIPTION OF SERVICES**

To foster the development and expansion of a diversified and healthy base of primary business and industry that will better balance the tax base, increase job opportunities, and enhance both the quality and standard of living in James City County.

**OBJECTIVES**

1. Pursue recruitment of new primary business/industry that would result in increased nonresidential tax base and at-place employment.
2. Provide resources, marketing tools to make James City County competitive for compatible Economic Development projects.
3. Encourage retention, expansion, and formation of primary businesses in James City County.
4. Provide staff support to expanded role of County Industrial Development Authority (IDA).
5. Make, keep, and showcase James City County as a professionally competent, premiere business location at local, regional, national levels.

**BUDGET SUMMARY**

	FY 98 Budget	FY 99 Budget	FY 00 Budget
Personnel	\$ 140,612	\$ 146,568	\$ 153,976
Operating	87,011	74,505	79,867
Capital	0	1,700	2,500
Total	\$ 227,623	\$ 222,773	\$ 236,343

**PERSONNEL**

Full-time Personnel	3	3	3
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**WORKLOAD INDICATORS**

	FY 98 Projected	FY 99 Projected	FY 00 Projected
Visits to Local Business/Industry	15	16	17
Business Meetings/Presentations	50	50	50
Meetings Staged	20	21	22
Potential Prospect Trips	4	4	4
New Prospect Requests Serviced	50	55	60
Prospect Follow-up Contacts Made	150	165	180

***BUDGET COMMENTS***

The FY 1999 expenditures decline by 2.1 percent from their FY 1998 level, and the FY 2000 budget will increase by 6.1 percent. The division will continue its focus on attracting desirable commercial and industrial development. Enhancements are planned for the Economic Development web site, and a promotional CD will be developed in FY 2000.